



UNCTAD



# Regional Workshop on Cluster Creation and Development

*17 – 18 July 2003  
Riga, Latvia*

## Programme

This workshop is sponsored by



# Day 1

## Thursday, 17 July 2003

### 09:00-09:30 Opening Ceremony

- ?? Words of welcome by Mr. Ainars Slesers, Deputy Prime Minister of the Republic of Latvia
- ?? Introductory remarks by Mr. Juris Kanels, Chairman of the Board, Latvian Development Agency (LDA)
- ?? Introductory remarks by Mrs. Nazha Benabbes Taarji, Chief, Investment Promotion Section, UNCTAD
- ?? Introductory remarks by Ms. Gabrielle Koehler, Resident Representative, UNDP Latvia
- ?? Brief remarks by Mr. Siemon Smid, Director, Technology & Innovation, OCO Consulting
- ?? Words of thanks on behalf of WAIPA by Mr. Andrus Viirg, Steering Committee Member

### 09:30-11:30 FDI as Catalyst of Economic Growth

conducted by Mrs. Nazha Benabbes Taarji, UNCTAD and Mr. Henry Loewendahl, OCO Consulting

#### Objective:

- Overview of the workshop programme and objectives
- Overview of global FDI trends and outlook for the world and the region
- FDI Trends in Cluster Projects
- FDI, implications for development
- FDI Determinants
- Creating the optimum environment for FDI
- Introduction of the *World Investment Report* and other data sources

#### Q&A

*Coffee (11:30 – 11:45)*

### 11:45-13:00 Principles of Strategic Economic Development and Cluster Creation

conducted by Mr. Siemon Smid, OCO Consulting

#### Objective:

- The role of clusters in the economic development
- Identifying appropriate sectors for clustering
- Cluster financing and management
- The role of FDI in cluster development

#### Q&A

*Lunch (13:00 – 14:00)*

### 14:00-15:00 Understanding TNCs Decision-Making: The Choice for Clusters

conducted by Mr. Henry Loewendahl, OCO Consulting and Mr. Marko Stanovic, UNCTAD

#### Objective:

- Outline of international investment options (eg. Greenfield, joint ventures, M&A and privatization)
- Typical methods used by TNCs to identify locations

#### Q&A

**Day 1**  
**Thursday, 17 July 2003**

**15:00-16:00**    **Attracting FDI into Clusters**  
conducted by Mr. Siemon Smid, OCO Consulting

**Objective:**  
- IPA Tools to attract FDI into Clusters  
- Case Study: Science Parks

*Coffee (16:15 – 16:30)*

**16:30-17:30**    **Case Study and Group Exercise**

**19:00**            *Welcome Reception and Cocktail offered by the Latvian Development Agency at Hotel Reval- Hotel Latvia*

**Day 2**  
**Friday, 18 July 2003**

**9:00-10:30**    **Encouraging Indigenous Business Start-Ups**  
conducted by Mr. Siemon Smid, OCO Consulting

**Objective:**  
- Creating an optimum environment for entrepreneurship  
- Attracting new entrepreneurs and mentoring  
- Developing Incubation Units

**Q&A**

*Coffee (10:30-10:45)*

**10:45-12:15**    **Strategic Embedding, Expansion and Retention of Investment**  
conducted by Mr. Henry Loewendahl, OCO Consulting

**Objective:**  
- The government's role in creating an optimum environment for growth  
- Linkages Programmes  
- Strategic Partnerships  
- Human Resources and Recruitment  
- Enhancing the technology transfer  
- Case Study: CzechInvest

**Q&A**

<b>Day 2</b> <b>Friday, 18 July 2003</b>
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*Lunch (12:30 – 14:00)*

**14:00-15:30**    **Group Exercise: How IPAs Can Support Clusters**  
conducted by Mr. Henry Loewendahl, OCO Consulting

**Objective:**

- A role-play exercise, which highlights strategic issues faced by companies in clusters and how IPAs can adapt their activities to match their needs.
- Case Study: Biotechnology Clusters in Belgium. Mr. Bernard Hanin, Managing Director, Office for Foreign Investors Limited (OFI Ltd) in Wallonia S.A.
- Case Study: IT Clusters in Latvia. Mr. Maris Elerts, Director General, Latvian Development Agency (LDA)

*Coffee (15:30 – 15:45)*

**15:45-17:00**    **Developing Clusters in Biotechnology**  
conducted by Mr. Siemon Smid, OCO Consulting

**Objective:**

- Key issues in developing biotechnology clusters
- Review of industry trends
- Regional opportunities for cooperation (the Case of the Baltic Region)
- Case Study: Estonia

**Q&A**

**17:15-17:30**    **Summary Discussion and Workshop Evaluation**  
conducted by Mr. Henry Loewendahl, OCO Consulting

**Objective:**

- Review of key workshop points
- Identify areas of further interest

**17:30-18:00**    **Closing Ceremony and Award of Certificates**

- ?? The workshop organizers, UNCTAD and WAIPA, provide a brief description of their follow-up services
- ?? Representatives of LDA, UNCTAD, OCO Consulting and WAIPA make closing remarks
- ?? Distribution of certificates to participants